eInduction
MTAC 138, Face-to-Face
05.22.2014

Agenda

Reference Material: EIN_MTAC138_2014_05_22_FacetoFace.pptx

- **Goals/Roll Call**
- **eInduction Status**
- **Obstacles to Adoption**
- **Expand eInduction**
- eInduction Invoicing
- Scan Data Availability
- August 2014 Release

Attendees

- Alvin Serrano
- Anne Skroch
- Annette Rekowski
- Beth Lavati
- Bob Gallagher
- Bob Rosser
- Call In Users = 6
- Charley Howard
- Dave Meyers
- Deb Damore
- Don Prentice
- Jason Kiefer
- Joe Bailey
- John Whittington
- K. Shelow
- Kevin M. Elkin
- Kurt Drupel
- Linda Gustason
- Lisa Bowes
- Matt Moroni
- Michelle Zalewski
- Monica Lundquist
- Nancy
- Oscar Vasquez
- Phil Thompson
- Rich Domagala
- Steve Krejcik

Notes

Goals/Roll Call

Understand current use and barriers to use of eInduction

Representative	Organization	Barriers to eInduction Adoption
Rich Domagala	Mystic Logistics	▪ Ready to go, but waiting on call with USPS to ensure postage paid before shipping/release o Confirming that .XML messaging is correct
Bob Rosser, Kurt Drupel	IWCO Direct	▪ Using eInduction, but controlled rollout beginning with select SV sites o Recently turned on all Southeast SV sites ▪ Waiting for non-SV solution to be passive (i.e. no content linked to FAST appointment) ▪ Waiting for rest of carrier network to determine workflow to accommodate eInduction and mixed loads

Alvin Serrano, Oscar Vasquez	UPS and UPS Innovation	▪ Have some systems to bring on board
		   o Will only participate at SV sites
		   o Hope to update IT infrastructure to begin participating in Oct
		▪ Waiting for everyone else to join to ensure that there are no issues with eInduction

Matt Moroni	Publishing Groups	▪ Want to be able to communicate with Mail Service Providers
Charley Howard	Harte-Hanks	▪ Using eInduction in some capacity o Non-SV sites are a problem, especially with LTL loads ▪ Some sites are doing a different kind of mail that have issues, but like eInduction where it is being used
Lisa Bowes, Phil Thompson	Quad Graphics	▪ Production plants love not having to provide 8125s ▪ Like eInduction at SV sites, but non-SV is a major issue

		▪ Remaining issues with .XML messages ▪ Products that are drop shipped, but are not covered by eInduction o Always running mixed loads
Bob Gallagher	NAPM	▪ Challenges for co-mingled mail to get on eInduction
K. Shelow	Window Book	▪ Mailers participating normally only use eInduction at SV sites o Mailers have stopped using eInduction because of issues with mixed loads ▪ Many logistics providers will not support eInduction o Mailers want to participate, but logistics provider will not allow them – will still require 8125 ▪ eInduction indicator on placards might help ▪ Need standardized operating procedure for handling eInduction marked containers
Deb Damore	Fairrington	▪ Participating in eInduction at limited sites o Not using eInduction at non-SV sites
Steve Krejcik	Pitney Bowes	▪ Reports are not accurate

eInduction Status

- ▪ eInduction adoption has remained consistent since February 2014
- ▪ **Q:** What is the volume USPS is targeting for eInduction adoption?
  - o **A:** Current goal is to have 75% of drop ship volume participating in eInduction
  - o **AXN:** Confirm current goal volume
- ▪ A list of mailers participating in eInduction is not provided to USPS facilities, as the list changes frequently
- ▪ USPS is working to develop an eInduction Certification for software providers
  - o Similar to Full-Service Certification concept
  - o **AXN:** Provide draft of eInduction Certification to industry
- ▪ National Scan Rate has improved significantly since the development and distribution of the Daily Scan Report

Obstacles to Adoption

- ▪ **Q:** Has USPS seen improvement in dock processes (i.e. efficiencies/reduction in unload time)? Are trucks moving through facilities faster?
  - o **A:** For 100% eInduction loads, there has been an approximately 16% reduction in offload time
    - ▪ 100% eInduction loads account for about 15% of all eInduction loads
    - ▪ Further reductions have not materialized due to the large number of mixed loads and the fact that appointment times are not strictly enforced
- ▪ **Q:** Would the USPS consider providing incentives for 100% eInduction loads?
  - o **AXN:** USPS to review and discuss the value of such incentives
- ▪ The eInduction indicator for IMcbs will be included in the May 29th issue of the Postal Bulletin
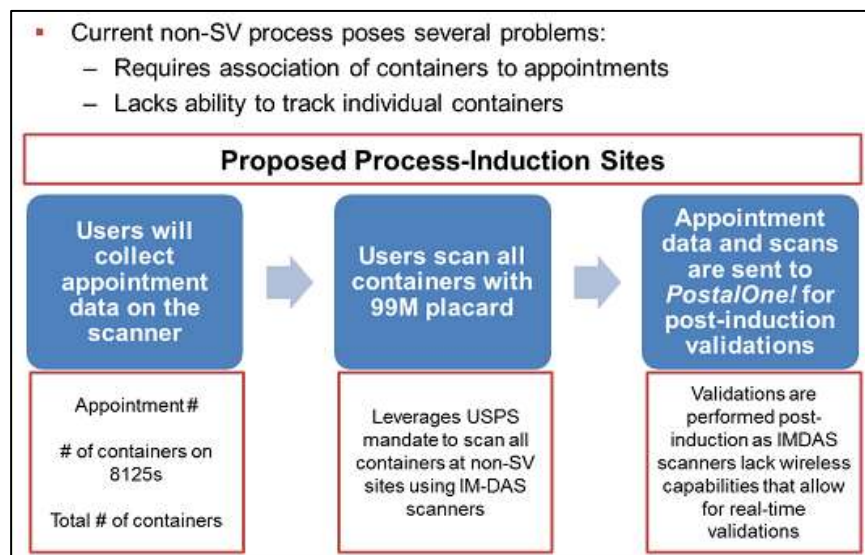
From Industry Issues List: Not all entry facilities supported (non-SV, DDU, non-USPS):

Industry Issue

What is the plan for non-SV sites? Bringing on an additional 10 sites (about 78% of destination entry) but the solutions for the other 22% needs to be addressed.

How will eInduction be implemented at an Air Terminal?

USPS needs to make all their processing facilities "Surface Visible" before they can think about making eInduction mandatory so there is a consistent process for mailers to use.
In July, the USPS will be adding somewhere between 100 to 500 additional "HUB" facilities where mailers will be able to drop mail and receive a DSCF discount on direct containers. What are the USPS plans to make these facilities "Surface Visible" prior to mandating eInduction?
DDU facilities are not currently planned for eInduction yet we deliver the same product at that level. To go 100% eInduction we need a process for these facilities. Going direct to DDUs is not much different than drop shipping to "HUB" facilities which are considered as Super DDUs.

- Expanded SV to 10 additional sites in April 2014
  - o No plans to expand SV sites further
  - o **Q:** During a Wednesday MTAC breakout session, Robert Raines presented that SV will be expanded to 25 additional sites using other technology. How will this impact eInduction?
    - **A:** The eInduction Team was unaware of these plans and will coordinate with the SV Team to obtain a better understanding.

Expand eInduction
- Proposed non-SV Process:

- Current non-SV process poses several problems:
  - Requires association of containers to appointments
  - Lacks ability to track individual containers

Proposed Process-Induction Sites

Users will collect appointment data on the scanner → Users scan all containers with 99M placard → Appointment data and scans are sent to *PostalOne!* for post-induction validations

Appointment# / # of containers on 8125s / Total # of containers

Leverages USPS mandate to scan all containers at non-SV sites using IM-DAS scanners

Validations are performed post-induction as IMDAS scanners lack wireless capabilities that allow for real-time validations

  - o Pilot is planned for August/September 2014
    - Go-live at all locations before January 2015
  - o Scanning would be passive, so feedback would not be provided immediately like scanning at SV sites
  - o All validations will be performed post-induction, as IMDAS scanners do not have the same functionality at SV-IMD scanners
- Reviewed value stream map for proposed non-SV process
  - o Key Points:
    - USPS employees will continue to check 8125s for completeness and will scan all containers with an IMcb
    - For undocumented containers, additional postage would be assigned to the MID in the IMcb
      - Mail in undocumented containers would not be held on the dock

- The proposed invoicing process will be threshold based, similar to the process used for Seamless Acceptance
  - **Q:** When performing the reconciliation process for unlinked containers, what information is it being compared to in *PostalOne!*?
    - **AXN:** USPS will confirm what information in *PostalOne!* is being used to determine if payment has been received for a container
  - **Q:** What checks will be in place to ensure that employees are correctly adding the number of containers listed on any 8125s provided?
    - **A:** Each facility must keep a Daily Tracking Log, which will be used to confirm the number of containers on 8125s. This will be validated during the pilot phase.
  - **Q:** Why is there a 10 day lag between when a container is identified as undocumented and when it is officially undocumented?
    - **A:** Process designed to be consistent with current continuous MID process
  - **Q:** In 3rd party copal letter environments, how will USPS determine who should have paid for the mail?
    - **A:** This will be determined during the pilot phase
  - **Q:** Is the system designed to handle a negative number in the event that eInduction containers are included on 8125s?
    - **A:** eInduction containers should not be included on 8125 container counts
    - **AXN:** USPS will review IT system design to ensure this will not be a problem
    - **AXN:** USPS will review feasibility of including error information on Mailer Scorecard around the number of eInduction containers incorrectly included on 8125 counts
  - **Q:** Will scan data be available before the 10 day undocumented period?
    - **A:** The Shipping Summary Report, available in *PostalOne!* through the Business Customer Gateway, and Mailer Dashboard, available if flagging containers for eInduction, will provide eInduction data before the 10 day period
      - Updates will be made to the Shipping Summary Report during the August 2014 release
        - eInduction and non-eInduction container information will be available through detailed data views
        - SV data is available within 30 minutes of scan
        - **AXN:** Determine when data will be available from non-SV sites
    - **A:** The eInduction Container Summary Report in MicroStrategy may also be used
      - Working with IT Teams to update the report to show only induction data
      - There is a 48 hour delay in report information and it only shows eInduction containers at this time

- eInduction Invoicing and August 2014 Release will be discussed during next MTAC 138 call

Questions
- **Q:** During the SV MTAC meeting, it was mentioned that entry point information in the eDoc is not aligning with the scan information. How is this being resolved for eInduction?
  - **A:** The eInduction Team will coordinate with the SV Team to obtain a better understanding of the problem and potential impacts to eInduction

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Meeting Summary and Major Outcomes
- Discussed mailer barriers to eInduction adoption and use expansion to better understand priorities
- Shared eInduction Status
- Discussed current non-SV process and proposed solution

Action Items

Date Created	Action Item	Task Owner

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5.22	Send out 5.22.2014 minutes and post to MITS	**USPS**
5.22	Confirm current eInduction goal volume	**USPS**
5.22	Provide draft of eInduction Certification to industry	**USPS**
5.22	Review and discuss the value of incentive for 100% eInduction loads	**USPS**
5.22	Discuss SV expansion with SV Team	**USPS**
5.22	Confirm PO! Data comparison for a paid container	**USPS**
5.22	Review IT system design to ensure that eInduction containers included on 8125 counts will not result in system failure(s)	**USPS**
5.22	Review feasibility of including error information on Mailer Scorecard around the number of eInduction containers incorrectly included on 8125 counts	**USPS**
5.22	Determine when data will be available from non-SV sites in the Shipping Summary Report	**USPS**
5.22	Work with SV Team to determine potential impacts of entry point scan information alignment error	**USPS**